

2014 EMEA FORTINET CLUSTER DISCOUNTS Austria & Switzerland

This document is for Fortinet Partners only

The following discounts on clusters apply only to Fortinet products designated by the partner or end-customer as a High Availability (HA) back up unit for use in the EMEA region. Such units have the sole purpose to serve as a back up for an equal production unit.

1. The Reseller must correctly and truthfully verify any declaration that a unit is a HA-unit and must identify any unit designated as HA upon placing the purchase order with Fortinets Distributor. Conversions of units after the purchase order is placed are not permissible.
2. The HA unit must be purchased in the same transaction as the production unit for which the HA-unit will serve as a backup.
3. ASM/ADM/FSM/FMC/SFP/SFP+ Modules can be included in the HA hardware pricing with the purchase of the Cluster (Have to be in the same PO).
4. The number of HA units cannot exceed the purchased total number of production units of the same model. (For example, if a customer owns 2 production FG-3700Ds, they would be limited to a maximum of 2 FG-3700Ds for HA).
5. FortiCare (FC) and FortiGuard (FG) services cannot be transferred between units, so multiple and identical support + subscription contracts are required for multiple units incl. HA units.
6. VDOM (virtual domain): A VDOM license is required for each unit in a HA cluster. A license key must be generated for each hardware serial number.
7. HA discounts are not valid for Co-Term Service offers (FortiCare, FortiGuard or Bundle).
8. The Cluster discount is only applicable for multi year services. Single year services do not qualify for cluster discounts.

The following discounts apply on top of the normal partner price. Fortinet recommend to pass the same discounts to the customers.

EMEA HA discounting					
	HARDWARE including HW bundles	VDOM	8x5 Enhanced FortiCare; 24x7 Comprehensive FortiCare *	FortiGuard Services *	Bundle Renewals *
FortiGate 1	25%	25%	15%	15%	15%
FortiGate 2	25%	25%	15%	15%	15%

* Multiyear service contracts are required for cluster discounts.

PRODUCTS WHICH ARE ELIGIBLE FOR CLUSTER DISCOUNTS

It is not possible to combine discount programs among each other (Trade-Up, Cluster etc.).

Product	HA/Cluster discount
FortiGate- only models FortiGate-100D and above	yes
FortiMail (1) does not apply to FML2000 and above	yes (1)
FortiCache	yes
FortiBalancer	yes
FortiADC	yes
FortiDDoS	yes
Modules	yes
VDOM, ADOM	yes
FortiCarrier	yes
FortiCarrier Upgrade Licence	no
FortiManager	no
FortiAnalyzer	no
Virtual Appliances (VM)	no
FortiAccessPoint (AP)	no
FortiPlanner Wireless AP deployment	no
FortiClient	no
FortiSwitch	no
FortiWeb	no
FortiToken	no
FortiScan	no
FortiAuthenticator	no
Coyote Point	no
FortiDNS	no
FortiRecorder	no
FortiFone/FortiCamera	no
FortiSMS Licence	no
FortiVoice	no
FortiVoice Console & Call reporting	no
FortiBridge	no
FortiDB	no
Accessoires	no

Valid until notification of Fortinet Austria and Switzerland.